

MARKETING YOUR HOME
FOR ALL IT'S WORTH[®]

THE RESULTS ISSUE

MARKET PREDICTIONS
what's ahead for 2022

THE HIDDEN PAIN OF SELLING
how to make the process easy

SALES SUCCESS STORIES
how does your home compare?

JANUARY 2022

SAM



ASK SAM

FIRST QUARTER REAL ESTATE MARKET PREDICTIONS FROM SAM COREA

Q: What are your expectations for the market for 2022?

2022 WILL START OFF WITH A BANG

Typically during November and December Real Estate activity slows. This was not the case for 2021, when we saw competing offers on properties in November and December. This is a strong indicator that the New Year will start off with a bang. Based on similar trends I experienced in 2021 and even 2006, I am anticipating a busy start to 2022.

HIGHER INTEREST RATES ON THE HORIZON

I expect that buyers will become very active in the spring of 2022. With the threat of increased interest rates on the horizon, they want to take advantage of the low interest rates that are available right now. I anticipate a rush of activity early in the year similar to what we experienced in 2021. Smart sellers are already preparing for this increase in activity and I am advising that they get on the market as soon as possible.

AN INVENTORY INCREASE

The big story of the last quarter of 2021 was the lack of properties available for purchase. These “seller’s market” conditions make finding a property to purchase a frustrating experience for buyers. During the spring, there is always an increase in inventory which will give buyers more options. My recommendation is for sellers to get their homes listed as soon as possible while inventory levels remain low. The timing is perfect if you want to sell because it is easy to stand out from the crowd. Then, as inventory naturally increases in the spring, there will be more options available to purchase.

WHAT THE PANDEMIC HAS TAUGHT US

We’ve learned that market conditions can change in a heartbeat. We’ve also learned that many people are smartly taking advantage of the opportunities on hand to make a move. Lastly, we’ve learned and proven that it is safe to buy and sell property and we will continue to remain focused on the health and safety of our clients.

IF YOU ARE PLANNING TO SELL, GET YOUR HOME ON THE MARKET BY FEBRUARY TO TAKE ADVANTAGE OF LOWER INVENTORY AND INCREASED BUYER ACTIVITY.

CALL TODAY SO WE CAN FORMULATE A PLAN THAT WORKS BEST FOR YOU.

FEATURED PROPERTIES

A GALLERY OF FINE WESTHILLS AND INNER CITY HOMES FOR SALE

ELBOW VALLEY | \$3,500,000

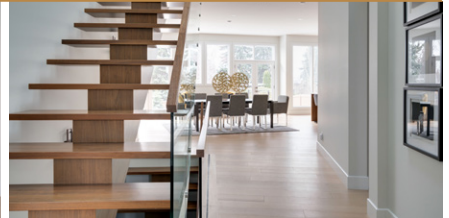


65 MAJESTIC POINT



Unparalleled luxury and refinement throughout the 7,900 sf of renovated living space in this spectacular home. Although palatial in proportions, you will find the rooms inviting and welcoming, offering intimate spaces for small family gatherings or large celebrations. The opulent living room can hold a grand piano as well as ample seating for guests. A French style kitchen offers double islands, marble countertops, and a chef's appliance package. Host formal dinners in the dining room or serve causal family meals in the nook, which overlooks the serene pond views. Use the main floor bedroom with ensuite for visitors or as an additional office or family room. The enclosed, heated patio with fireplace and BBQ extends the season for outdoor living. Upstairs, there are 3 bedrooms including the stunning master retreat with a spa inspired ensuite and two massive walk-in closets. The lower level has something for every amusement, including an indoor pool, exercise room, media room, theatre, wine room, billiards area and bar. Outside, multilevel patios and decks make the most of the woodland setting. The level of detail, craftsmanship and luxury this home offers is impossible to recreate at this price point.

BRITANNIA | \$2,595,000



711 IMPERIAL WAY SW

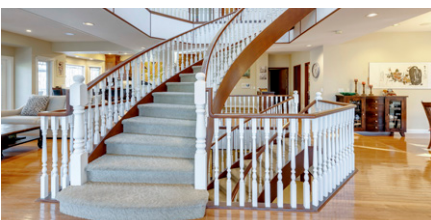


This contemporary home has a breezy, California style that accommodates everyday living and entertaining. An impressive floating glass staircase greets you from the foyer. The living room has plenty of space for a grand piano. Host dinners in the dining room or casual meals in the massive, light filled breakfast nook. At the back of the house, a wall of windows spans from the family room to the kitchen and overlooks a tiered deck and south backyard. A combination of wood and high gloss cabinets give warmth to the clean-lined, modernist kitchen. An adjacent flex room is perfectly sized for a home office or playroom. Escape the demands of a fast-paced life in the expansive master bedroom and luxurious ensuite. Three additional bedrooms each with their own ensuite are also upstairs. A sunny recreation room, 5th bedroom and mudroom connecting to the under drive garage complete the lower level. This home offers loads of square footage and current design details in one of the city's best neighbourhoods.

SPRINGBANK HILL | \$1,800,000



42 ANATAPI LANE SW



Country living within the city limits! This large home nestled into the hillside offers spectacular mountain views. The living room features a wood burning fireplace and plenty of space for large parties. The craftsman style kitchen has granite counters, double wall ovens, a 5 burner cooktop, breakfast bar and overlooks the cozy sitting room. A conveniently located mud/laundry room offers lots of pantry storage for busy families. The quiet home office with built-ins is located off the foyer. Up the curved staircase is an open library, ideal for homework. There are 3 spacious bedrooms and an owner's suite upstairs with a fireplace, a ensuite and walk-in closet. The lower floor has an additional 1947 SF of living space that includes 2 bedrooms, a games area, family room, snack bar and media room. This home is in immaculate condition, has a new roof, furnaces and water tanks. Some of the city's best private schools are steps away. This home has space for everyone to spread out and enjoy the peaceful setting.

MAHOGAN Y | \$1,695,000



#202 17 MAHOGAN Y CIRCLE SE

This luxury lakefront unit offers resort-like living, stunning views, spacious layout, contemporary design details, soaring ceilings and over 540 SF of outdoor living spaces. Entertain friends easily in the open-concept living and dining room. Serve cocktails from the beverage bar and whip up gourmet meals from the chefs kitchen. Sub Zero and Wolf appliances, ample storage, and an expansive quartz topped island are just a few of the many features of the modern kitchen. Enjoy coffee on the sunny south balcony or dine al fresco on the the north patio overlooking the lake. The master is a serene retreat, with a luxe ensuite and large walk-in closet. Use the den as a home office or TV room. The 2nd bedroom is ideal for guests with its own ensuite. A laundry room, powder room, foyer with bench, and a convenient private 2 car garage complete this unit. Concierge, 24/7 security, pool, hobby rooms, and golf simulator are just some of the extensive amenities catering to every interest. Live in the lap of luxury!

SPRINGBANK HILL | \$1,250,000



218 MYSTIC RIDGE PARK SW

A spectacular spot to build your dream home! This half acre lot backs on to a natural ravine lined by a grove of mature spruce trees. The unobstructed views of the Rocky Mountains are absolutely breathtaking. It is an ideal lot for a home with a walk-out basement. The backyard would have sunny southern exposure and the reserved land behind offers a beautiful backdrop and privacy from neighbours. There is no building timeline or commitment so you are able to select the builder of your choice and take your time in the design phase. This affluent cul-de-sac is just moments from the Aspen Landing and Westhills shopping districts. Some of the best schools in Calgary are nearby. This is a rare piece of land where you can build a spectacular home to your own specifications. It's country living within the city limits!

DISCOVERY RIDGE | \$1,100,000



6 DISCOVERY RIDGE MANOR SW

Welcome to this recently updated, large family home backing a green belt. A quiet home office with panelled ceiling is found off the foyer behind double glass doors. The formal dining area provides an elegant room for celebrating special occasions. A spectacular living room with a beamed, vaulted ceiling is separated from the casual dining nook by a full height, double sided fireplace. Freshly painted cabinets, granite counters and stainless appliances make this kitchen a standout. Brand new, wide plank hardwood floors flow throughout the main floor. The lower level is ideal for hanging out with friends and contains a games area, snack bar with sink, and media room. Upstairs the owner's suite contains an ensuite with an elegant clawfoot tub, his and her's walk-in closets and a sitting area overlooking the lushly landscaped yard. There are three additional bedrooms, one which could be used as a bonus room. Access the paths of Griffith Woods via the back gate. This turn-key home is ideal for a growing family.

FEATURED PROPERTIES

A GALLERY OF FINE WESTHILLS AND INNER CITY HOMES FOR SALE

SPRINGBANK HILL | \$995,000



244 SPRINGBLUFF HEIGHTS SW

Absolutely majestic unobstructed Rocky Mountain views! This walkout bungalow offers more than 2800 SF of developed living space. The open concept living, dining room and kitchen have soaring ceilings and large windows overlooking the stunning mountain vistas. Granite counters, stainless appliances (including a French door fridge and warming drawer), a walk in pantry and breakfast bar can be found in the kitchen. The adjacent dining area contains a built-in credenza with glass display cabinets and in the living room a gas fireplace is flanked by bookcases. Also on the main floor is the master bedroom with its own fireplace, ensuite and walk-in closet as well as a quiet home office. Downstairs, you will find a family room with a bar, a media area and lots of space for a pool table or gym. There are also 2 bedrooms, a bathroom and storage. Outside, the upper deck and lower covered patio offer plenty of space for al fresco dining or watching the sunset with a glass of wine. The view from here is spectacular!



PATTERSON | \$575,000



#1 1220 PROMINENCE WAY SW

This two bedroom corner unit in a sought after complex in Patterson has been tastefully updated. Highlights of the open concept living and dining area include a stone clad fireplace, a vaulted ceilings and big south facing windows. The sunny kitchen has ample storage, granite counters, a large central island with seating and stainless appliances including a French door fridge and a wine fridge. The owner's bedroom contains two closets, an ensuite finished in limestone and deck access. A second bedroom and bathroom complete the main floor. French doors from the foyer lead into the lower level family room which features skylight windows and a built-in Murphy bed ideal for guests. The laundry room offers additional storage and the double attached garage makes running errands a breeze. Outside, the deck is edged with mature landscaping providing privacy and a green space. The park across the street make this a perfect option for pet owners. This low maintenance, tastefully renovated townhouse is a standout!

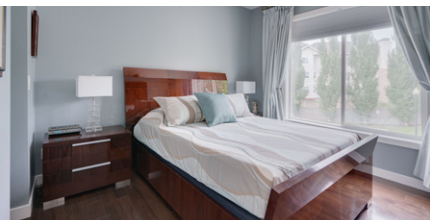


SPRINGBANK HILL | \$379,900



#26 7401 SPRINGBANK BLVD SW

This air-conditioned, well laid out semi-detached townhome provides a great opportunity for empty-nesters. It has 9' ceilings, big windows and a neutral palette with broad appeal. The kitchen features granite counters, stainless steel appliances, and an eat-in breakfast nook. The large living area has access to the balcony and features a gas fireplace. Hosting dinner parties is a breeze with the large dining area with west-facing windows. The bedroom includes a walk through closet which leads into the four-piece bathroom. Downstairs, the walkout level features a second bathroom and a large flex space that can be used as a bedroom when guests come to stay. The double attached garage provides ample space for parking and storage. This location provides easy access to Stoney Trail making getting around the city or heading out to the mountains a breeze. Both the Signal Hill and Aspen Landing Shopping centres are a short distance away. Enjoy carefree condo living without sacrificing any living space!



THE HIDDEN PAIN OF SELLING

The hardest part of selling your home is the time and effort it takes to prepare it for the market. In the current market conditions, this “hidden pain” is the biggest challenge to home sellers and it all has to be completed before the property even hits the market. Here’s a handy calendar to help you get started on the process.

SAM 30 DAY ACTION PLAN

step by step checklist
to get your house ready to sell

1 HIRE REALTOR	2 MAKE A LIST OF SMALL REPAIRS TO DO & GET KEYS MADE	3 GET BOXES, TAPE & STORAGE UNIT ORGANIZED	4 COMPLETE PRE-INSPECTION	5 GATHER PAPERWORK & ORDER UPDATED RPR	6 DECLUTTER DINING AREAS & ADD CENTERPIECE
7 DECLUTTER STORAGE AREAS IN BASEMENT & ATTIC	8 DECLUTTER LIVING ROOMS, HIDE WIRES & DEPERSONALIZE	9 CLEAR OUT EXTRAS IN CLOSETS & CABINETS	10 STORE, DONATE OR TOSS ITEMS	11 CLEAN WALLS & DOORS WITH MAGIC ERASER	12 SCRUB STAINS & MILDEW FROM SINKS & TILE
13 CLEAN GARAGE & DRIVEWAY	14 CLEAN APPLIANCES	15 CLEAN LIGHT FIXTURES & REPLACE BULBS	16 CLEAN WINDOWS INSIDE & OUT	17 COMPLETE SMALL REPAIRS	18 BUY FRESH TOWELS, DUVETS, SHOWER CURTAINS
19 TOUCH UP HARDWOOD	20 CLEAN GARDEN, PAINT DECK & PICK UP AFTER PETS	21 CLEAN FRONT DOOR, PORCH LIGHT, ADD POTS & RUG	22 CLEAN FRONT YARD, SWEEP WALK, RAKE, OR SHOVEL	23 PAINT TOUCH UPS	24 CLEAN CARPETS
25 REMOVE ITEMS FROM COUNTERS IN KITCHEN & BATHS	26 MAKE A PLAN FOR PETS & KIDS DURING SHOWINGS	27 FINAL TIDY UP OF PAPERS & TOYS & REMOVE GARBAGE	28 DO A FINAL CLEAN & CHECK THAT IT SMELLS GREAT	29 FINAL LOOK OVER & HAVE PHOTOGRAPHS TAKEN	30 PUT OUT FRESH FLOWERS & SUMMER YARD PHOTOS

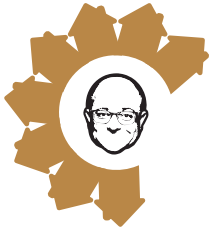
Felling overwhelmed?

WE CAN HELP!

Our new **Concierge Service** makes the process simple and quick.

We can assist with minor repairs, painting, home organization, staging, cleaning, pre-inspections, legal documents & more. Get in touch to learn about this new program!

SAM STATISTICS



118

NUMBER OF HOMES SOLD BY SAM'S TEAM IN 2021*



4.5

AVERAGE NUMBER OF HOMES SOLD BY CREB REALTORS IN 2021*

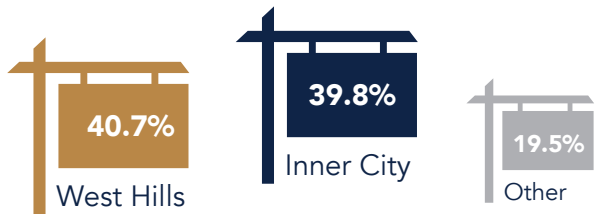
*among calgary REALTOR® members, the typical number of home sales was 4.5. SAM's Team successfully negotiated 118 home sales and purchases in 2021 as of November 30th. That's an accepted offer every 3.1 days giving the SAM Team the opportunity to hone their skills in a way that an agent who sells one home per quarter isn't able to.



On average Sam's team sold a house every **3.1 days**



The average CREB REALTOR® sold a house every **81 days**



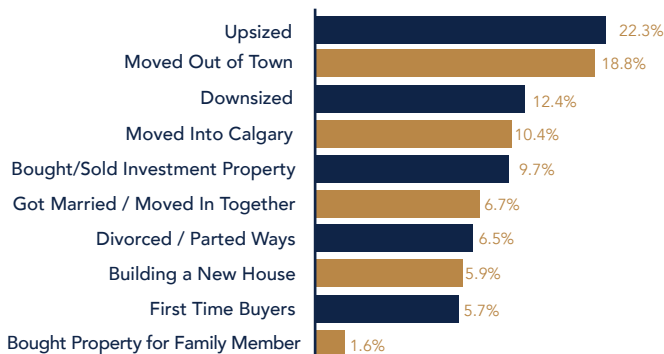
Percentage of SAM Team sales per region of Calgary



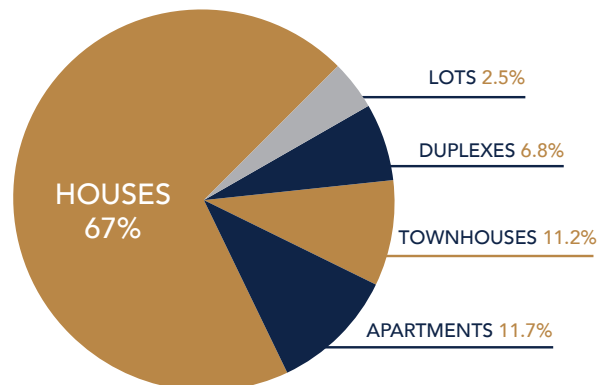
38 the number of homes that Sam's team sold over \$1 Million

the SAM team sold **\$125,711,086** of real estate in 2021

A SNAPSHOT OF OUR CLIENTS



Why They Bought / Sold



What They Bought / Sold

FLIP THE PAGE TO FIND OUT HOW YOUR PROPERTY STACKS UP

*Statistical information sourced from CREB.com, Sam Corea's information sourced from his own data.

LUXURY PROPERTIES

CLIENT SUCCESS STORIES FROM 2021

Bel-Aire | \$3,200,000



received competing offers

Britannia | \$2,495,000



received competing offers & sold to our buyer in 1 day

West Springs | \$2,195,000



sold at 95.6% of list price

Springbank Hill | \$2,148,000



saved buyer \$78K

Chaparral | \$2,100,000



sold at 95.2% of list price

Watermark | \$1,999,999



saved buyer \$49K

Hillhurst | \$1,995,000



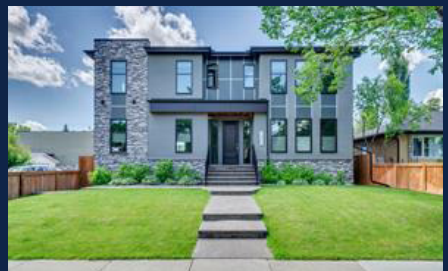
sold at 95.2% of list price

Mount Pleasant | \$1,795,000



sold at 98.3% of list price

Briar Hill | \$1,788,000



saved buyer \$48K

Bel-Aire | \$1,750,000



sold at 98.6% of list price

Springbank Hill | \$1,695,000



sold at 94.4% of list price

Altadore | \$1,690,000



sold for \$60K over list price

GET OUR MARKETING DOLLARS WORKING FOR YOU

WEST HILLS & INNER CITY

CLIENT SUCCESS STORIES FROM 2021

Altadore | \$799,000



sold for \$20K over list price

Altadore | \$365,000



sold at 97.3% of list price

Aspen Woods | \$1,525,000



won bidding war for buyer

Aspen Woods | \$1,435,000



sold at 99.5% of list price

Aspen Woods | \$1,295,000



sold at 96.6% of list price

Aspen Woods | \$1,268,000



sold at 95.4% of list price

Aspen Woods | \$995,000



sold for \$65K over list price in 2 days

Aspen Woods | \$899,000



sold at 98.4% of list price

Aspen Woods | \$849,000



sold at 98.7% of list price

Aspen Woods | \$835,000



matched buyer and seller

Aspen Woods | \$780,000



sold to our buyer within 4 hours on market

Aspen Woods | \$375,000



sold at 97.3% of list price

WEST HILLS & INNER CITY

CLIENT SUCCESS STORIES FROM 2021

Aspen Woods | \$324,900



matched buyer and seller

Aspen Woods | \$299,000



sold at 95.3% of list price

Bel-Aire | \$1,195,000



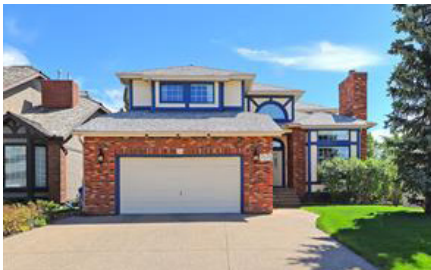
matched buyer and seller

Christie Park | \$1,050,000



sold at full price

Christie Park | \$1,000,000



saved buyer \$75K

Christie Park | \$875,000



sold at 99.6% of list price

Cougar Ridge | \$724,900



sold for \$26K over list price in 6 days

Cougar Ridge | \$599,900



won bidding war for buyer

Garrison Woods | \$1,395,000



exclusive listing sold to our buyer

Garrison Woods | \$928,000



sold at 95.8% of list price

Hillhurst | \$1,540,000



exclusive listing sold to our buyer

Hillhurst | \$1,495,000



sold at full price

FIND OUT ABOUT OUR CONCIERGE SERVICE

WEST HILLS & INNER CITY

CLIENT SUCCESS STORIES FROM 2021

Hillhurst | \$1,150,000



saved buyer \$30K

Hillhurst | \$1,149,777



saved buyer \$49K

Hillhurst | \$899,900



saved buyer \$29K

Hillhurst | \$710,000



matched buyer and seller

Patterson | \$1,098,000



sold at 97.5% of list price

Patterson | \$775,000



sold at full price

Patterson | \$750,000



sold at 97.7% of list price

Richmond | \$1,295,000



sold at 97.7% of list price

Richmond | \$1,099,000



sold at 97.8% of list price

Richmond | \$799,900



sold at 96.7% of list price

Richmond | \$719,000



sold at 99.4% of list price

Rideau Park | \$1,150,000



sold at full price in 1 day

WEST HILLS & INNER CITY

CLIENT SUCCESS STORIES FROM 2021

Signal Hill | \$1,195,000



sold at 94.6% of list price in 1 day

Signal Hill | \$899,000



received 11 offers & sold \$52K over list price

Signal Hill | \$799,900



saved buyer \$33K

Signal Hill | \$725,000



sold \$10K over asking price in 2 days

Signal Hill | \$699,000



sold at 98.7% of list price

Signal Hill | \$629,000



sold at 98.6% of list price

Springbank | \$1,498,000



saved buyer \$8K

Springbank Hill | \$1,650,000



sold at 96.9% of list price

Springbank Hill | \$1,295,000



sold at 94.6% of list price

Springbank Hill | \$1,072,300



sold at 93.2% of list price

Springbank Hill | \$678,000



saved buyer \$3K

South Calgary | \$749,900



saved buyer \$37K

CALL TODAY TO GET YOUR HOME IN OUR NEXT ISSUE

WEST HILLS & INNER CITY

CLIENT SUCCESS STORIES FROM 2021

South Calgary | \$524,900



won bidding war for buyer

South Calgary | \$359,900



matched buyer and seller

South Calgary | \$285,000



sold at 97.2% of list price

Strathcona Park | \$950,000



sold for \$101K over asking in 3 days

Strathcona Park | \$895,000



sold at 96.1% of list price

Strathcona Park | \$580,000



sold at 99.1% of list price

Strathcona Park | \$475,000



sold at 95.8% of list price

West Springs | \$1,450,000



sold at 94.8% of list price

West Springs | \$823,000



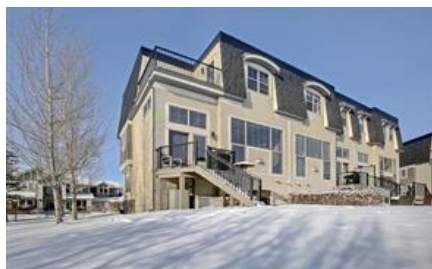
saved buyer \$10K

West Springs | \$750,000



sold \$10K over asking price in 2 days

West Springs | \$569,999



saved buyer \$24K

West Springs | \$1,198,888



sold at 98.4% of list price

EVERY SALE HAS A STORY

WHAT IS YOURS?

Wendy & Patrick prefer to plan a new project, so they part ways with their posh palace in Britannia ♦ **Krista & Daniel** amass abundant attention on their Altadore abode with our advertising approach ♦ A vision of Argentinian vineyards triggers **Tanya & Bevan** to replace Mount Peasant with more pleasant pastures ♦ **Warren & Ania** wrap up Wildwood & upon our surprising suggestion find sanctuary where they weren't searching in Springbank Hill ♦ Audiophiles **Kurtis & Cara** get amplified offers & attain an ample Aspen Woods abode for their audiovisual equipment ♦ Cheers to **Steve & Leah** who come into a more compact casa in Cougar Ridge ♦ **Connie & Sam** try with no sales success but with our suggestion they speedily sell & wander up to West Springs ♦ **Nanette & Frank** bid adieu to Bel-Aire & buy a less big, brand-new build ♦ It's a race to sell **the Ross'** rowhouse so they can fly off to Florida ♦ **Liz & Peter** wrap up Richmond to find rest & retirement in Victoria ♦ **Evelyn & Philip** part from their Patterson pad to plunge into Okanagan lake life ♦ With our counsel, first time buyer **Cole** collars a cool condo in South Calgary - Congrats! ♦ **Sandra & Michael** sell Strathcona & settle parallel to the pathways of Point McKay ♦ **Melissa & Iaian** merge households & move to Spruce Meadows ♦ With our recommendation, **Cynthia & Michael** remove themselves from Rideau at exactly the right moment ♦ **Kathy & Theo** seek something smaller than Signal Hill & skedaddle to West Springs ♦ We supervise the staging & servicing in West Springs while **Jeffrey & Carmen** comfortably clear out ♦ **Helen & Douglas** downsize to a dwelling with diminished domestic duty demands ♦ **Melissa & Dermott** are determined to discover their dream home ♦ From Washington to Woodbine, **Jodie & Brandon** acquire accommodations via Zoom with their sister's assistance ♦ **Joel & Morgan** purchase their 1st place after their parents put in a good word ♦ **Linda** lessens her living quarters by selling Springbank Hill & happens upon happiness in Harmony ♦ **Alison, Tim** & their awesome offspring upsize & move on up to Signal Hill ♦ **Tanya & Luc** leave the mountains for the Maritimes ♦ **Earl** parts ways with Pumphill & gets going to Garrison Woods ♦ From Patterson to Parksville, it's time to retire for **Alastair & Esther** ♦ We smartly sell **Shelley's** apartment near MRU to an astute student ♦ **Janet & Frank** finish fixing their home with our facilitation to successfully sell Strathcona ♦ **Marilyn** perceptively procures a pre-sale inspection on Springbank Hill to sidestep setbacks ♦ First time buyers **Courtney & Matthew** put down roots in Cochrane, close to their clan ♦ **William & Kseniia** were allured by an acreage, but then pivot to Parkdale & pounce when a place pops up ♦ From the Fraser River to the banks of the Bow, **Karmali & Daulat's** ambition is to be beside their grand babies ♦ **Li & Keith** lay out loot for a Tuxedo Park investment property with plenty of potential ♦ **Glenys & David** purchase the perfect Rosedale plot & put their plans for a palace on paper ♦ Bravo to **Britney & James** who buy in Mahogany because they need a bigger home with better bedrooms ♦ **Christina & Sang** sell their south facing suite & move into a multi-generational mansion with mom & dad ♦ Their first shot missed but golf pro **Jeremy & Ashley** hold on until they score a hole in one ♦ After a slew of showings, **Mikki & Blake** shuffle from Silvan Lake & establish themselves in Edgemont ♦ **Susan & David** sell as soon as the for sale sign was set up - seriously! ♦ We connect a curious customer with **Colin** & clinch the deal prior to putting the property up for purchase ♦ **Gillian & Bradley** were beat in bidding battles, but they carry on & eventually conquer in Cochrane ♦ **Laura-Lee & Patricia** pack up their pad in preference for a place where their pooches can play ♦ **Vanda & Tim** vend their veranda in Inglewood with intentions of immigrating to Vancouver ♦ Multiple offers emerge when **Lorie & Mike** market their McKenzie Lake manor ♦ **Katie & Logan** live through a long lasting search for their Lakeview lodgings ♦ From Ft. Mac, buyers **Cheryl & Tyson** fall in love when they find Crestmont on FaceTime & finally see it for the first time on the Friday they move in ♦ **Sharon & Andrew** ache for a mountain view & at long last, acquire one ♦ **Kent & Sara** set out on new trajectories after trading their Tuscany two-storey ♦ Burnt-out from the back and forth, **the Brocks** buy a Varsity villa in-between their grand babies ♦ Congratulations to **Melissa & Brad** who cash out of their Cranston condo ♦ **David** departs Toronto to settle into Springbank Hill, close to his darling daughter ♦ **Jonathan & Shosh** suffer a setback when their offer is shot down, but then their Watermark wishes are rewarded ♦ **Angela & Kyle** boost the building process by bartering for a Bel-Aire lot with a pre-built basement then sell their sizeable West Springs shack ♦ From Springbank Hill to Nelson BC, **Roxane & Larry** need to be near their parents in their advancing years ♦ **Logan** lands a place with better proportions, then puts her petite pied-à-terre on the market ♦ **Cindy, Trevor**, & their teens seize an opportunity & take a transfer to Toronto, leaving Hillhurst on their heels ♦ Jason & Melanie buy a Britannia beauty & all the furniture - lock, stock & barrel ♦ To get closer to their grandchildren, **David & Janice** say goodbye to Bel-Aire & go to the grasslands of Texas ♦ **Kirk & Michelle's** munchkins mature & move out so they splurge to sprawl out in Springbank ♦ **Dale** withdraws from Aspen Woods & winds up in the wilderness of the Crownest Pass ♦ **Marian & Marta** say adiós to Aspen Woods to settle permanently in their second home in sunny Spain ♦ The moving van to Vancouver is packed after **Kaveh & Nadere** pocket a profit ♦ After 30 years, **the Parkers** part with Christie Park & treat themselves to a trendy townhouse with a giant gym & glorious views ♦ For **Fadel**, freeing up his funds was his first priority so he sells Aspen Woods & rents a residence

MARKETING YOUR HOME

FOR ALL IT'S WORTH®

Tanya & Paul change their address from shoreside in Chaparral to the cerulean Caribbean sea ♦ Empty nesters **Fiona & Peter** spread their wings & upsize to a new nest nearby with roomier rooms ♦ **Dianna** liquidates her investments, bagging bountiful benefits on her Bankview building ♦ **Shannon & Eric** swap Bel-Aire for Britannia then purchase a place for their parents ♦ Before other buyers have a shot, **Danusia** bids on Aspen Woods so her kids can skip to school ♦ **Gita & Ramin** continue the chase until a classic Christie Park castle comes their way ♦ The first offer collapses but then a higher-calibre candidate comes along with more cash for **Patricia & Troy's** Cougar Ridge casa ♦ **Glen & Alison** gallop to get Garrison Woods on the market so they can pop into a pleasing penthouse ♦ **Shuj** constructs & sells several stylish, state-of-the-art structures ♦ When **Wanda & Phillip** part ways they find a purchaser painlessly & pretty-darn-quick ♦ **Meghan & Marc** save a heap on Hillhurst while we harmoniously handle the haggling ♦ **Kate** keenly re-lists her Kelvin Grove quarters when the tides turn & the timing is right ♦ **Mejia** gets motivated to move into the duplex next door to her daughter ♦ Before they bring their brand-new baby home, **Sarah & Dave** sign on the sale of their Bankview bungalow ♦ **Onna** from Ontario obtains a townhouse tailor-made for Taco her tail-wagging doggo ♦ **The Morgans** more than double the measurements of their new maison ♦ **Derek** decides to depart from his Richmond dwelling but stays in the district ♦ **The Chengs** capitalize on our concierge service to stage and service their semi-detached ♦ **Maite** migrates from a compact South Calgary condo to kick up her heels in Killarney ♦ Doctors **Patrica & Dorian** dive into a Hillhurst homestead where the kids can hangout ♦ **Mona & Michael** are madly in love & merrily move in together ♦ **Hooman & Parvaneh's** soccer playing son is scouted so they vacate to Vancouver ♦ It was time for **Alison** to go from Aspen Woods to Antigonish NS, so she closes on her condo ♦ **Tep & Jane** join up & jump on a just-finished Hillhurst home ♦ **Alexandra** captures a cool & quirky Killarney crash pad ♦ **Deuk & Kyung** close on their Signal Hill two-storey after selling their corner store ♦ Newlyweds **Alex & Patrick** pin-down a purchaser on their apartment posthaste ♦ **Scott** is starting out so his dad delivers a helping hand ♦ First-line responders **Jacqueline & Aaron** accept offers on Airdrie & Chaparral and amalgamate in Okotoks ♦ **Shirley** cashes in by selling her rental condo in the core ♦ **Cindy & Daryl's** Garrison Woods home is grabbed when we connect them with our committed client before their lodging is even listed ♦ **Christina** turns over a new leaf & leaves her leafy Aspen Woods lookout ♦ **Howie & Jeanie** swap Strathcona for a stress-free suite ♦ **Ellen & Eden** emigrate to South Calgary from the East Coast ♦ Suncor transplants **Sylvie & Steven** select the calm community of Cochrane ♦ **Ray & Michelle** seize the opportunity to sell Signal Hill & secure several offers ♦ **Gina & Chad** renovate Richmond but really want to relocate to BC ♦ Rookie buyer **James** requires rooms for renters ♦ **Elizabeth** acquires an Aspen apartment for her scholarly son



Every sale has a story behind it. There's a multitude of reasons why our clients decide to buy or sell -some happy, some sad, some challenging, some inspiring & some are completely out of the ordinary! Whatever the reason, it is a privilege & a pleasure to represent them. We are honoured to serve our clients & deeply grateful for their friendship & trust. We thank them for the opportunity and appreciate them selecting our team when there are so many choices out there.

Whenever you need us, we're here to help.

Sam Coreia, Chris Fullerton, Alison Kallstrom and Jacqueline Corea
SAM Team Re/Max House of Real Estate



SHOWCASING CALGARY'S FINE HOMES

SAM and his Real Estate Concierge Team get really excited about making great deals. Selling or buying property - he helps homeowners get thrilling results. For a seriously successful and enjoyable home sale or purchase, SAM is your man.

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